

1 FISHER: Big sigh
2 Closed car door
3 Cough
4 Music
5 Talking
6 FISHER: I'm meeting with someone. Let me see if
7 they're here.
8 FEMALE: UI table?
9 FISHER: Ahh I'll wait. I'll wait for him to come.
10 FEMALE: You can wait here or in the bar.
11 FISHER: Alright. OK. LONG PAUSE
12 Hey, Darren it's Bill it's about ahh 11:15 on
13 ahh Friday, I'm already at Pappadeaux. Ahh wasn't
14 sure if you were coming. Bye'.
15 Cough
16 Phone ringing
17 FISHER: Hmmm yes sir. That's alright, I just wanta make
18 sure you weren't already here. Okay. 'Bye.
19 PAUSE.
20 FISHER: Hey, Tuesday's fine. UI I think UI thought
21 thought your ahh Tony told me two, but, OK. Frankly I'd
22 just as soon do it early. 10:00 yeah. Yeah. You've
23 got it.
24 Bye.
25 PAUSE

**GOVERNMENT
EXHIBIT**

5462

3:07-CR-0289-M

1 FISHER On phone: Hey, it's me. Yeah Brent, Brent
2 should be faxing you that stuff right now. Brent
3 Yelldell, from my office. He's... Don't sign them.
4 They'll call back, they'll call back and want them
5 signed so. Did you get my updated numbers? OK. I've
6 got to, again, what you submit to the department is
7 different then what, I'm showing you what I think a
8 realistic set of numbers is gonna be. Frankly when
9 they run your expenses up without a CHDO in it, I
10 think the deal's gonna be tight. I think you're gonna
11 need to show the 90 cents. Ahh, you know you're,
12 those expenses I've got in there are 38.80 I mean I
13 think we'll just get by with those and there's still a
14 substantial deferred fee in there. Yes. Yeah. But
15 what, whatever proformas you submit make sure you
16 include the 90 cents. And they seem somewhat
17 realistic about, some of the things you had to adjust.
18 The title policy's too low and so I put most of it
19 during construction so it could be eligible. But the
20 cap out you've got a 100% of your cap out that'll
21 never, that'll never hunt so 'cause 100% of your cap
22 out is never eligible. So I made a couple of those
23 adjustments just to try and get your credits right.
24 Uhm I took out the stuff that would crowd you out.
25 Frankly to give yourself room for Tom, I would, I put

1 you know 50,000 in marketing in there. I wouldn't
2 submit a deal that's got more than about a half a
3 deferred fee in the current structure. And if you had
4 to take some cost out to do that like lowering the
5 brokerage commission or so, taking brokerage
6 commission out altogether. You know what, I show, Tom
7 is usually the best deal and then to the extent your
8 investor allows you some of these additional costs
9 that's just between you and your investor. Alright?
10 No, the Charter Mac, Mac letter is fine 'cause you
11 have to have a letter in your app. Go ahead and stick
12 it in and then if Tom says well your letter UI why does
13 your letter doesn't match, you can say look we consider
14 the market at 90 cents and we're negotiating that at this
15 point and then hopefully we'll have the final deal. Now
16 I'm at a lunch meeting, let me run, my guy's here. From
17 who? OK. Uhm is UI gonna give us numbers today on the
18 work? OK. Let me run. 'Bye.
19 DARREN REAGAN: Hello Bill.
20 FISHER: Hey, how are you?
21 REAGAN: Aw man. Working hard. Working hard. I
22 thought you ordered my lemonade man.
23 FISHER: Sorry I got somebody called me here from ahh...
24 REAGAN: Aw, there ain't no excuse for that.
25 FISHER:...Austin so I was waiting for you out here. I

1 was just being polite.

2 REAGAN: Alright. Alright.

3 FEMALE: Two.

4 REAGAN: Two. Let us sit back here. Find me a, John

5 here today?

6 FEMALE: Yes.

7 REAGAN: Alright. Let's sit back right there.

8 FEMALE: Oh you wanta sit back there?

9 REAGAN: Yes. Ready for my draft.

10 A lot of noise

11 FEMALE: UI

12 FISHER: OK.

13 FEMALE: UI

14 REAGAN: I see you have a check for me?

15 FISHER: Yes.

16 REAGAN: Thank you sir, so finally that's a good

17 way to start our meeting. Well this is ahh in here

18 contains much of the language that, as sick as my

19 attorney was... he shared with me and it also contains

20 ahh much of what we discussed in our several discussions.

21 You wanta...

22 FISHER: OK.

23 REAGAN: You wanta take a look at that? And I'm not

24 gonna do you like you did me. I'm not gonna make you

25 sign it right now.

1 FISHER: Well that's fine...UI
2 REAGAN: UI.
3 FISHER:... I'll just have to go through it and
4 compare the changes ahh...
5 REAGAN: Well much is, much, this is on Dallas West
6 Village.
7 FISHER: Right.
8 REAGAN: And that's what we're here, that's part of what
9 we're here to talk about on ahh, a for the deal going
10 forward. Much of it. And all of that, much of that
11 is contained in there. And so...
12 FISHER: OK.
13 REAGAN: Ahh...
14 FISHER: Alright.
15 REAGAN: The other thing is, is that...
16 FISHER: You did, you keep a copy?
17 REAGAN: Yeah, I have a copy. Pause I mean it ain't,
18 it ain't nothing you guys hadn't already discussed.
19 That's...
20 FISHER: Alright.
21 REAGAN: You won't have no surprises. The other thing is
22 is that ahh on, on ahh the matter we talked about
23 resolving that other matter that we talked about
24 resolving RA-MILL and those other UI. Have you
25 thought about ahh what you wanta propose?

1 FISHER: I don't wanta pay them anything. I don't have
2 any agreements with them. They didn't do any work for
3 me and...
4 REAGAN: OK. We, you want me tell you I told you right
5 what you needed to be thinking of so we could get past
6 this. And so you can't, well you can, but I'd advise you
7 to begin to consider and you said that you were gonna
8 think about what could be tacked on and paid through
9 UI to ahh other funding sources. So we need to, we
10 need to follow that thought process....come up with
11 another thought process.
12 WAITER: Good morning gentlemen UI...
13 REAGAN: Let me have ahh, ahh, ahh strawberry, a fresh
14 squeezed strawberry lemonade.
15 WAITER: UI. And sir can I get you ahh something to
16 drink as well?
17 FISHER: I'll have the same thing.
18 WAITER: And I'll bring out your...
19 REAGAN: Glass of water.
20 WAITER:...glass of water. Absolutely.
21 FISHER: And the same for me.
22 REAGAN: We're not really gonna have any lunch. We're
23 just here to talk UI...is Greg back there too?
24 WAITER: You know what Greg is at Northwest Highway now.
25 REAGAN: Who's the manager here?

1 WAITER: GM is Leo Cortez. He's ahh he's right in the
2 kitchen. Chances are you've seen him plenty times; he's
3 never off. Ahh, he's like this is home away from his house
4 and ahh he's now, he's now GM.

5 REAGAN: OK.

6 WAITER: And yeah Gregg was Northwest Highway about
7 2 weeks ago, 2 Mondays ago.

8 REAGAN: Is that right?

9 WAITER: Yeah. It was UI I asked ahh you know Jack
10 ahh, ahh came in that Monday morning, let Gregg know
11 and that evening I was leaving for the day and he told
12 me it was good working with you.

13 REAGAN: Jack Gibbons?

14 WAITER: Yeah. And he came in that morning, put it down
15 how it had to be. That Monday night was ahh Gregg's
16 last night and that Tuesday morning Gregg was at Northwest
17 Highway. It was an overnight thing; it was an unfortunate
18 thing, but he, he's there. Ahh Leo's here too and ahh he
19 came by a couple of times I think one day you might catch
20 him...

21 REAGAN: OK. Tell John or Leo, or tell the new man to
22 come by and let me holler at him.

23 WAITER: Let me get this juice out...

24 REAGAN: OK that's fine.

25 WAITER: And if you want any kind of appetizers, any ahh

1 dinner salads or... you let me know and I'll get the
2 UI for you guys...

3 REAGAN: Unless, less you want something Bill.

4 FISHER: Up to you. I won't eat unless you are.

5 WAITER: You guys, if y'all need anything just let me
6 know. Just call me back, I don't want to keep UI on
7 you.

8 MALE VOICE: OK.

9 WAITER: Will you do something UI?

10 REAGAN: And so what I'm trying to do is get this thing
11 back on track or not mess with the problem. And get
12 it approved. That's what, that's, that's what I'm
13 trying to do.

14 FISHER: Well right now it's scheduled for the 23rd. Is
15 that what you're talking about as for? OK.

16 REAGAN: OK. So you need to help me with that. I, I, I
17 can't, can't you're not helping me telling me you're
18 not gonna do that.

19 FISHER: You're gonna tell me what I need to do.

20 REAGAN: Well, I, I mean you need to think of a number,
21 well maybe, maybe we let me do this. Let's do this
22 first. Ahh on the Pecan Grove project, now according
23 to these documents UI you tell me again cough
24 about how their funding is coming down because what
25 you told me yesterday is quite different from what the

1 document here says. And what your budget says.

2 FISHER: 100% of the developer fee is deferred till
3 stabilized occupancy.

4 REAGAN: That's not in here. It says that you have, you
5 have 52% of it in this document. And then there's a
6 budget that shows, that shows one that shows 45% in
7 your budget. So either way, it comes to roughly
8 between 1.2/1.4 million.

9 FISHER: This is...This is...

10 REAGAN: Only a portion that you guys should have
11 received.

12 FISHER: Public out on the board book for the posted
13 on the 31st...

14 REAGAN: OK.

15 FISHER: For the approval on January 7th.

16 REAGAN: UI

17 FISHER: This is the department's estimated sources and
18 uses of proceeds. There is a maximum allowed
19 developer fee of that amount.

20 REAGAN: Mm-hmmm.

21 FISHER: They're showing that the 2 million 3 of it
22 would have to be paid out over 10 years from cash
23 flow. Now it doesn't matter even if this number
24 showed, let's say their, their underwriting says this
25 deferred fee isn't even gonna be paid at stabilized

1 occupancy. It says that all that would be paid as
2 stabilized occupancy is something less than half a
3 million dollars and the deferred portion which we
4 would take a note back before it's paid out. Even if
5 this line item were zero and they showed that the
6 developer fee would be paid in full, it won't be paid
7 until 24 months after stabilized occupancy. That's
8 the...

9 REAGAN: So what was, what was, what was ahh, ahh funded
10 to you guys that closed for the lack of a better term.
11 What, what funding did, did you did you guys UI?

12 FISHER: We, we got any, we got any line items expenses
13 that we paid for out of our own pocket.

14 REAGAN: Soft cost and...

15 FISHER: Yeah, which, were all stuff paid to third
16 parties. The only money that our company would have
17 gotten was any of our company's would have gotten was,
18 been a 1% percent mobilization advance on our general
19 contract. Which is about \$150,000.00, \$160,000.00 and
20 net of the 10% retainage.

21 REAGAN: Because it, it the you got the soft cost.

22 FISHER: Which is our list of third parties.

23 REAGAN: And, and, and, and you got, you got ahh, ahh
24 well not all of it, you got the market area and the
25 bunch of other stuff.

1 FISHER: You can't put, marketing is to pay for you know
2 credit materials of the property. I mean it's
3 marketing actually pays a third party property
4 management company that lease apartments. I mean we
5 hire Eve Hardin International on all of our projects.
6 He gets about a month's rent for each unit and that's
7 all I...
8 REAGAN: Eve Hardin International for, for renting out the
9 apartments out UI.
10 FISHER: Well they're just saying that's what that's why
11 it's in the budget is to pay somebody else to do the
12 leasing.
13 REAGAN: Yeah. Once it's, once it's up and going.
14 FISHER: Yeah. I'm not saying you wouldn't draw it now.
15 It's not like it's your money. If you do it now you
16 still have an expense to pay to somebody else later
17 on, but we didn't draw marketing at closing, they
18 don't let you do that. 'Cause they know marketing is
19 one, figure about oh 6 or 7 months into construction
20 and then maybe 2 or 3 months away from you that's
21 coming on line.
22 REAGAN: OK. Well, let me...
23 FISHER: It's exactly what I told you yesterday. We are
24 the contractor and we are the developer. How do we...
25 REAGAN: Is that Prentice's contract too?

1 FISHER: Yeah.

2 REAGAN: OK.

3 FISHER: Now this is my office copy so I brought it for
4 you to look at. I didn't wanta be late, but if you
5 want a copy we can just go up here to Office Depot on
6 the way back and do it so.

7 REAGAN: Well you should have brought me a copy.

8 FISHER: Well, I would be, I've been UI...

9 REAGAN: Oh, come on.

10 FISHER: The lady had a frickin' two hour activity going
11 on so.

12 Pause

13 FISHER: January 21st 05. Required to close the deal
14 including a pay and performance bond.

15 REAGAN: January 21st?

16 FISHER: Pardon.

17 REAGAN: January 21st?

18 FISHER: Yeah.

19 REAGAN: Let me tell you something.

20 See here's, here's, here's, here's, here is part of the
21 problem Bill. I, I'm getting lied to man. I'm
22 getting lied to and I don't like to be put in a
23 position to be lied to.

24 FISHER: By whom?

25 REAGAN: When I talk to you, when I talk to you, you,

1 you never told me that they didn't have a contract
2 with you all?
3 FISHER: Who?
4 REAGAN: PRENTICE. PRENTICE.
5 FISHER: You know PRENTICE...
6 REAGAN: Wait hold on, hold on. PRENTICE himself I'm
7 talking, I called him and we talk on the phone and ahh
8 he said well you know I'm disappointed of course, but
9 you know he, whoever run them off. TLT or whatever
10 T&P ahh he said ahh his guy told him that ahh
11 PRENTICE'S guy told him that you, y'all had selected
12 these other guys. That's why I put it, when I put
13 shit in writing man, I'm putting it in writing for a
14 specific...I am not making this stuff up. Now PRENTICE
15 told me that and now...
16 FISHER: I'm the general contractor I have a signed
17 agreement with Carlton...
18 REAGAN: But I, I'm...
19 FISHER: I'm not signing UI discussion with...
20 REAGAN: Hold on, hold on, hold on. If you say this
21 happened on the 21st of January.
22 FISHER: Yeah.
23 REAGAN: I talked to PRENTICE this week.
24 FISHER: OK.
25 REAGAN: Today is the 11th.

1 FISHER: Right.

2 REAGAN: I talked to him on Monday.

3 FISHER: OK.

4 REAGAN: And I really UI on, see that's what gets us in,
5 gets, I mean just, just causes unnecessary confusion
6 and I don't....

7 FISHER: Did we, did we ever discuss...

8 REAGAN: Hold on, hold on, hold on, hold on.

9 FISHER: OK.

10 REAGAN: I don't believe that PRENTICE is gonna just
11 make up that lie to me so I'm not gonna get stuck on
12 that Bill, but the fact that I'm lied to man I really
13 don't...

14 FISHER: You know Ron and his guys. You have a, I have
15 a signed contract with PRENTICE, he will confirm that.
16 Ask the two alarm guys for a copy of their signed
17 contract.

18 REAGAN: OK. You, you, I appreciate you giving that to
19 me I'm telling you what UI and, and, and now that I
20 see this what, what we need to have happen like post
21 haste is you, I and PRENTICE have a sit down. 'Cause
22 we, we, we don't have no confus... 'Cause PRENTICE
23 is, PRENTICE is trying to play to you and me. He
24 understood what, what, what our role is in this and
25 you understood that and UI. And he under, and, and

1 so his thing he's caught between a rock and a hard
2 spot of trying to, of trying to deal with both of us.
3 And so he's, he's, he sure I'm glad he's fine. I, we
4 got this thing accomplished, but I don't like to be
5 put in this kind of position where, where guys come
6 back and everybody I mean, I'm, I'm being lied to.
7 And I'm not gonna put him on the spot to tell me to
8 tell you that ahh he has on Monday he what he said to
9 you. But we're going, you, I and PRENTICE for the
10 sake of keeping this thing on track let's have a, you
11 get with him and y'all just have a meeting out at, out
12 at our offices on as quick as y'all can do it.
13 FISHER: I've got a call into him he's out of town. I
14 told Gerard I'd, I'd...
15 REAGAN: Well I, he was, he was gonna get the, get back
16 with me you know shortly after this.
17 FISHER: Well...
18 REAGAN: We'll get a copy, we'll get a copy of this.
19 FISHER: That's right, I'llUI, we'll do it on the way
20 back to the office or we, we can stop at your office
21 on the way back and make a copy. I was just gonna
22 stop at the Staples or whatever up here in Red Bird
23 and do it. The guy was trying not to be late ahh...
24 REAGAN: OK.
25 FISHER: Here, I thought I'd stop and do it on the

1 way home.

2 REAGAN: Let's ahh, let's ahh...

3 FISHER: Well let's bring this all back around which is

4 how does money flow out of this development? No

5 developer fee is paid until stabilized occupancy is

6 done for security purposes for the lender.

7 REAGAN: OK.

8 FISHER: They don't put the money in until the deal is

9 stabilized. They keep their financial commitment down

10 to a minimum until they know how much rent you're

11 gonna get and how the deal stabilizes. What money

12 flows out to our company. We have a general

13 contractor and we receive some overhead and some fees

14 out of the transaction depending on what the cost of

15 our subcontract is.

16 REAGAN: OK. Well here's the thing. Ahh we need, we

17 need to, you need to go back and look at what, what

18 amount you want me to propose to them.

19 FISHER: Zero.

20 REAGAN: It ain't gonna get done that way. It ain't

21 gonna get done like that.

22 FISHER: Well then you, you know, the one thing you

23 showed me is...

24 REAGAN: Wait a minute, wait a minute, wait a minute

25 Bill let's think let's go back to yesterday. You said

1 to me, you said, we're gonna, you know, I can do
2 something...

3 FISHER: I said I'd look and see what you know basically
4 robbing Peter to pay Paul in some other transaction.
5 Why would I pay them? They haven't done any work...

6 REAGAN: Ahh listen...

7 FISHER: And I, you're proposing a deal with you to
8 do West Village which is that's you, I'm paying you to
9 do that. If you're asking me to pay twice...

10 REAGAN: I'm not asking you...

11 FISHER: UI

12 REAGAN: I am, listen, listen Bill what I asked you to
13 do you didn't do. I asked you not to meet with 'em.
14 And you put us in this position. I didn't put us in
15 this position.

16 FISHER: As soon as you told me not to meet with them...

17 REAGAN: No, I told you, you not to meet with them.

18 FISHER: I UI, I had a conference call with them and
19 we, we put that straight.

20 REAGAN: But I told you and you still made...

21 FISHER: It didn't stop them from calling me or sending
22 me invoices or anything else.

23 REAGAN: They can't, they can't tow you in there and
24 make you with 'em and sit down and talk because what
25 they, what, what they ahh put out here and they got

1 some support behind them because they got you know
2 this that there was some type of a offer to get 'em
3 outta the deal.

4 FISHER: Never offered them any money at all that, I we
5 had written agreements and they and we signed them.
6 You, you've seen that themselves these guys are not
7 idiots. You know them.

8 REAGAN: Bill.

9 FISHER: But they had an agreement they would be
10 serving it up and talking about you know pay me what
11 we agreed to.

12 REAGAN: Bill, Bill, But, But, But, But all of 'em have
13 seen, everybody that you met with has said that they
14 were offered to take them out.

15 FISHER: That's inaccurate I'm sorry. They, we
16 discussed them capacity building with minority
17 contractors. They are unable to do any construction
18 contracting work they have no experience on any of
19 these, I've given them every opportunity to provide me
20 resume or other information on it. They basically
21 said they were gonna do your job and they proposed
22 fees to do your job as we talked the other day. They
23 don't have any juice, you're the person in control of
24 this case and I'm not paying them anything because
25 they can't do anything. They haven't done any work.

1 REAGAN: Well, let me, hey there young lady. How you
2 doing?
3 FEMALE VOICE: Hey, where've you been?
4 REAGAN: Where have you been? I've been looking for
5 you. John moved Gregg around on me.
6 FEMALE VOICE: We did and have you met Leo?
7 LEO: UI how you doing sir?
8 REAGAN: I think I met you and Charles Brady.
9 LEO: OK.
10 REAGAN: How you doing?
11 LEO: I'm doing well I, I....not him
12 REAGAN: This is, yeah this is...
13 FEMALE: Brandy.
14 REAGAN: Bill, Bill...
15 FISHER: Brandy how are you?
16 All talking at once.
17 REAGAN: How are things going?
18 LEO: Great so far.
19 FEMALE: Got ya'll hidden over here Laughing.
20 REAGAN: We're gonna see if we can keep count of all of
21 the you know...
22 FEMALE: Yeah, I've got...
23 LEO: I couldn't get one of my cards ready.
24 FEMALE: He just got out onUI...
25 REAGAN: OK....

1 LEO: Can I bring you anything? UI...
2 REAGAN: Let me, let me...
3 LEO: Yeah go ahead.
4 REAGAN: Let me ask you. Do you mind? Do y'all have a
5 copy machine we can use?
6 LEO: Yeah, yeah, definitely...
7 REAGAN: I need to get a copy of this.
8 Reagan and FISHER talking at once.
9 LEO: Huh?
10 FISHER: These exhibits come out of there.
11 REAGAN: These exhibits. Do you have somebody that can
12 write I mean just run that through the fax machine?
13 LEO: Yeah.
14 REAGAN: I mean the copy.
15 LEO: Copy it just, copy the sub packet?
16 REAGAN: Yes, I sure appreciate that.
17 LEO: Yeah, no problem UI....
18 FISHER: You can put it on my bill too if you need to.
19 LEO: Don't worry about it; don't worry. Ahh thank you
20 for coming in.
21 REAGAN: Congratulations.
22 LEO: Thank you so much.
23 REAGAN: And anything we can do...
24 LEO: Of course.
25 REAGAN: Yeah, we, we appreciate my, my wife is ahh

1 lawyer down here.

2 LEO: Oh yeah?

3 REAGAN: You probably don't know her, but you probably

4 see her. Her and her girlfriend...

5 LEO: OK.

6 REAGAN: Come here Wednesdays, Thursdays...

7 LEO: OK.

8 REAGAN: Fridays and Saturdays.

9 LEO: Yeah, they said that.

10 REAGAN: They, you know, they come here and do the

11 little...

12 LEO: OK.

13 REAGAN: Girl talk. She live down the street,...

14 LEO: OK.

15 REAGAN: she everybody live down the street here

16 so...

17 LEO: OK.

18 REAGAN: They come in and just like to chat and

19 they'll probably be here Friday. Friday see is, is a

20 big night here.

21 LEO: I know yeah. I'd love to meet them so you, you...

22 REAGAN: I'll tell her.

23 LEO: You tell her I said...

24 REAGAN: Let me have one more of your cards.

25 LEO: OK. UI...

1 REAGAN: I'll, I'll have 'em and ahh..
2 LEO: Here you go. You take that...
3 REAGAN: I know you'll take good care of her.
4 LEO: Of course. I do appreciate you guys having lunch
5 here and patronizing...
6 REAGAN: We just, we just sitting here talking and
7 enjoying something to drink.
8 LEO: Any, anybody that bothers you let me, know I'll
9 get rid of 'em.
10 REAGAN: Laughing Right now.
11 LEO: Let me get ahh...
12 REAGAN: Look here I have ahh, I have ahh, ahh couple of
13 young folk I'd really like for y'all to consider...
14 LEO: OK. UI...OK.
15 REAGAN: Yeah I have...
16 LEO: Yeah, I, I am right now my need is for wait staff.
17 So you can definitely send them down here
18 UI...and consider them for a postion
19 REAGAN: Alright then I'll, I'm gonna do that.
20 LEO: Yeah ask for me and tell me that you sent them
21 down here and I'll definitely talk to them right away.
22 REAGAN: Thank you so much Leo.
23 LEO: UI. I, I'll get him his copies. Do you need
24 anything else?
25 REAGAN: Good job.

1 LEO: UI.

2 REAGAN: I, I'll let Harris know...

3 LEO: Laughing

4 REAGAN: They made a good choice man.

5 LEO: Thank you so much I appreciate it.

6 REAGAN: I sure will do that and, and Jack.

7 LEO: UI

8 REAGAN: I knew Jack, I knew ahh Jack Gibbons when he

9 was just a little bitty...

10 LEO: Oh yeah?

11 REAGAN: Assistant, assistant...

12 LEO: Well actually I started working under him. I was

13 the waiter and then bar tender and I kinda moved up...

14 REAGAN: When he's, when he was out there and....

15 LEO: UI...

16 REAGAN: UI meeting then wh went to Richardson.

17 LEO: Yeah, he was actually in Oak Lawn then Richardson

18 then UI.

19 REAGAN: Yes. Yeah.

20 LEO: Then he went to Chicago.

21 REAGAN: I've been knowing him since he, we only had

22 that one restaurant on Oak Lawn.

23 LEO: Oh, really? Yeah, he's a good guy Mr. Gibbons.

24 Ahh well he might stop by here pretty soon. Later on.

25 REAGAN: If he do, if he stops just tell him I stopped in.

1 LEO: OK. Definitely.

2 REAGAN: OK. UI.

3 LEO: I'll tell him you said hello.

4 REAGAN: Appreciate...

5 LEO: I'll, I'll get him to stop this way.

6 REAGAN: Thank you so much. Coughing Excuse me ahh,
7 let, let's you know, ahh.....

8 One more and I won't bother you anymore..UI

9 The ahh, ahh well let's, let's continue to talk
10 about that 'cause I'm, I'm, I'm feeling some pressure
11 on that one. We're trying to get it to UI, get this
12 thing wrapped up and UI...and I mean UI...

13 FISHER: The whole purpose of the call with D'Angelo
14 Lee was so this would all go through you. So again
15 we're all talking about you're trying to work
16 something out with somebody else over here.

17 REAGAN: Well, what I'm, what they, they shared with me.
18 Ahh what their concerns are. And ahh rather than you
19 have conversation with them about it and then me about
20 it. Somebody else UI, but you talk to me and I'm
21 gonna, I'm gonna do the very best I can to get this
22 thing done. That's what I'm trying to do and so
23 let's, let's talk you know talk about what we, what we
24 can do to get it passed that they, they including
25 everybody that you talked to and met with. And they

1 said that they a that an overture took place where
2 you wanted to make 'em an offer to just take 'em out
3 of there.

4 FISHER: Out of what?

5 REAGAN: Take 'em, make 'em go away.

6 FISHER: No. They can't do any construction contracting
7 work. So they said hey, I've got the juice we can get
8 this case passed and D'Angelo's ...phone ringing... took
9 me to a meeting. He and I met, he took me to meet
10 with Don and they can't do any contracting work so his
11 group came back with a proposal to pay them, give them
12 some work or pay them some money and ahh, sorry, let
13 me make that silent here. I thought it already was.

14 REAGAN: I, what I do, I mean I wanta spend our time
15 laying the net.

16 FISHER: I don't need to debate it unless you tell me I
17 have to pay them. I'm not paying them anything. They
18 never done any work so.

19 REAGAN: UI maybe I'm gonna have, I'm gonna say, I'm
20 gonna, what the deal is well ahh providing we can, we
21 can get through these parts right here on their
22 contract I'm gonna ahh get do, do everything I can to
23 get it, get it passed on the 23rd. Now...

24 FISHER: So if I can, if we can reach an agreement on
25 some of this, UI...

1 REAGAN: Well, all this we're about through so they,
2 they know it ain't nothing, no, really no hat, pulling
3 a hat out of a bag and that kind of thing. And, and
4 I'll be happy to go through to get you now.

5 FISHER: No, no I was just saying if, if, if, if you and
6 I have an agreement, and you're gonna get this thing
7 taken care of.

8 REAGAN: I'm confident that you know we can
9 get it passed.

10 FISHER: OK.

11 REAGAN: Now this is on Dallas West ahh what you on, on
12 the ahh, on the ahh Pecan Grove Bill, I just want you
13 to know that we, you know, we're operating as we
14 originally agreed. I'm just gonna re, reiterate that.
15 Ahh we gonna operate...

16 LEO: Copy machine UI...

17 REAGAN: Thank you so much here. Ahh, what, what,
18 excuse me. But you give me, what we'll
19 suggest, what we'll be adding to that is the retail.
20 We haven't, we, we, we, we said that we have in there
21 about the retail. We haven't gotten any drawings on
22 that. We need to have those drawings ahh done, ahh
23 you said that, that get somebody to do it and you'll
24 pay 'em to do it. Ahh that piece ahh I'm going to,
25 when we get with, when we get with PRENTICE, he'll

1 have a list of those, those ahh subs that I, I
2 discussed with him. I discussed with him and you that
3 I wanted to see work on the project ahh...
4 FISHER: Are these guys one of them?
5 REAGAN: Who?
6 FISHER: RA-MILL.
7 REAGAN: I, I haven't put, I haven't included them on my
8 list....
9 FISHER: OK. Alright.
10 REAGAN: I haven't included them on the project.
11 FISHER: OK.
12 REAGAN: Ahh and, and, and so ahh the award that I sent
13 you ahh Greer Security, M&C landscaping and ahh
14 I've told ahh PRENTICE that the gentlemen that I have
15 to do the fence work I'm sure there's gonna be some
16 wrought iron fencing and gate, gated and all that ahh...
17 FISHER: Now some of the work isn't all PRENTICE'. So a
18 couple of those you mentioned security, landscaping
19 and the fencing we normally handle directly as a
20 general, we have a difference, we have a direct
21 subcontractor now.
22 REAGAN: I be, I've talked about these from day one
23 so...
24 FISHER: Mr. Greer has called me. So.
25 REAGAN: So, so, so I mean all those ahh, ahh the

1 security, the landscaping and the ahh, the fencing
2 those will all, all laid out one, I'm
3 just that's just pretty set. So maybe y'all can use
4 them other folk on something else.

5 FISHER: You know they still have to bid. They're gonna
6 have to be the low bidder we've talked about that, but
7 they've gotta be....

8 REAGAN: But I, I'm just saying I want, I want, I want
9 em to get the work, that's all. I want these, these are
10 Folk that are already doing that work. Doing that type of
11 work and this is the, they bonded, they, they can do
12 the work so there ain't no reason that they shouldn't
13 UI. PRENTICE didn't have a problem. We, and I've
14 shared those with you and so we shouldn't have a
15 problem.

16 FISHER: Well how was PRENTICE saying he was gonna do
17 it? Just give them the number on what they need to do
18 or are they gonna bid it or...

19 REAGAN: I'm, I'm sure they're gonna, you can do a
20 negotiated bid.

21 FISHER: Yeah, OK.

22 REAGAN: You know how to do a negotiated bid. And so
23 they know what the number is and they just, I mean
24 y'all, they just negotiate it.

25 FISHER: OK.

1 REAGAN: It's in all our best interest UI to come in
2 ahh on time and UI.

3 FISHER: That's how we do our contracts with PRENTICE is
4 ahh we, you know the job site, there are speciality
5 jobs like Pecan. We normally just try and negotiate a
6 deal with them so.

7 REAGAN: Yeah, but I, I, I don't, I don't, I, I'm not
8 gonna put myself in a position of saying to people
9 that, that a look I'm on this project and they
10 understand ahh my, my credibility and integrity out
11 here and I'm not gonna, gonna say I'm doing something
12 and I don't, I can't, I can't....

13 FISHER: This was a coordinated effort. See we have our
14 construction group, we have your group and we have
15 PRENTICE' group in the loop on Pecan Grove. The
16 objective here is for us all to try and reach an
17 agreement on any particular contractor. So I mean is
18 that any different than what you understood?

19 REAGAN: Well, I didn't know that you had a con, that
20 you had a construction I didn't know that Odyssey
21 had...

22 FISHER: We're always the general contractor. So.

23 REAGAN: Well, I, I've understood that PRENTICE is the
24 prime and he hires the subs.

25 FISHER: That's right.

1 REAGAN: Thank you so much.

2 REAGAN: UI

3 UM: My pleasure.

4 REAGAN: And, and he has, he hires the subs that's what

5 I, that's what you said to me and I got the notes and I...

6 FISHER: With our approval.

7 REAGAN: And that's...

8 FISHER: We have the right, why because we have to have

9 approval rights 'cause I have to meet a minority

10 contract requirement in my agreements with the state.

11 REAGAN: But we're, I mean we're, we're gonna, we're

12 gonna UI...

13 FISHER: And it's, it's a coordinated effort. I just

14 wanted to make sure that...

15 REAGAN: PRENTICE, PRENTICE, and I, we talked about

16 those and I gave him those names. He said well just

17 put 'em give names and contact information.

18 FISHER: UI

19 REAGAN: And we'll, we get them. Cough So let's ahh,

20 ahh, ahh that, that's pretty much UI I told him I

21 wanted to have some people who ahh work out here.

22 Hello, Mr. Green. Yes sir. OK. Ahh I think we'll be

23 wrapped up here in about 10 minutes. What time, what

24 time you wanta go out there Mr. Green? OK. I'll tell

25 you what meet me there at about 12, meet me there at

1 about 12:30. If you, if you, if you leave now, I
2 could meet you at 12:30. Yes sir. Yes sir.
3 Alrightie, thank you so much. And so ahh, ahh the...
4 FISHER: Well I'll call PRENTICE on Pecan. You know
5 frankly it's probably I'm gonna be outta town some
6 next week. Then we got the zoning case the following
7 week. It'll probably be the last week of February.
8 So will I get something?
9 REAGAN: Get started.
10 FISHER: Yeah, where we, you get this meeting set up
11 with PRENTICE.
12 REAGAN: No, we, let's get this meeting set up before
13 the hearing.
14 FISHER: With PRENTICE?
15 REAGAN: Yeah with PRENTICE.
16 FISHER: I don't have permits yet on the deal so I don't
17 know...
18 REAGAN: I mean, I mean we, we're gonna talk our
19 arrangement cough UI so we're all on the same page.
20 FISHER: With Pecan?
21 REAGAN: Yeah with Pecan Grove?
22 FISHER: We can't do that after the 23rd?
23 REAGAN: Cough Ahh, yeah I'd like to try to get that
24 done before the UI
25 FISHER: OK. We get a UI on the 23rd?

1 REAGAN: No, we just. We, we're gonna, here's, here's
2 what, here's what ahh, ahh the Councilman said to me,
3 he said I wanta see how smooth this deal is get up and
4 going. That's why I want you to report back to me
5 today. He said that to me from day one when we met,
6 he reiterated that to me as recently as Sunday. I
7 wanta see how well you guys get this one going. And
8 you come back and you tell me so that's what I'm,
9 that's what I'm, that's why I said see, see another
10 day 'cause we need to get with PRENTICE.
11 FISHER: Right. Stutter Yeah there's some re-
12 designing going on on the side.
13 REAGAN: UI
14 FISHER: They can't bid till you got the final drawings,
15 you have to a construction site so I'm just saying the
16 practical aspects is everybody's gotta see the final
17 design. They've had to pull the side in they've got,
18 had to do made a...
19 REAGAN: That's fine. I'm not, I'm not all that
20 nervous...
21 FISHER: OK.
22 REAGAN: About, about the, the design of the
23 drawings.
24 FISHER: Is this just a coordination meeting so we're
25 all on the same page?

1 REAGAN: That's it, that's it.

2 FISHER: OK. Well, he's outta town, I'll call him. Are
3 you just wide open or...

4 REAGAN: I'm, I'm, I'm flexible.

5 FISHER: OK. Fine.

6 REAGAN: I'm flexible so if y'all wanta meet in the
7 morning, if y'all wanta meet at, at night, afternoon
8 whatever or if y'all wanta meet on Saturday or Sunday?

9 FISHER: Do you care where we meet? You wanta do it at
10 your place or PRENTICE' place?

11 REAGAN: No, man, let's do it out here. Let's do it out
12 here. I got plenty office space.

13 FISHER: Well, I wanta make sure you know that, I mean,
14 I'm, I'm clearly impressed you're obviously able to,
15 you know, coordinate all these people and the
16 Councilman on my case. You've obviously got me delayed
17 and I'm trying to do what I can to make this work so
18 that I get my.

19 REAGAN: Well, I'm, I'm, I wanta, I wanta, I wanta get a
20 good report back to Councilman Hill that we've burned
21 out all of these....

22 FISHER: These money issues and everything else.

23 REAGAN: Issues and ahh and he said unless and until
24 he get that from me you know...

25 FISHER: He's not...

1 REAGAN:...he's just, he, yeah he's not interested even
2 talking about it.

3 FISHER: OK.

4 REAGAN: I'm just, I'm giving that to you for what it's
5 worth and then you can take it and use it however you
6 want to. The, the other thing is Bill ahh I, I do
7 appreciate UI this here, but we need to come up
8 with a way on that invoice that I gave you the other
9 day? Ahh, a lot of that contains work that five of my
10 people have worked on, on the project. I don't know
11 on Pecan Grove or on, on Dallas cough.

12 FISHER: On which?

13 REAGAN: Dallas West Village.

14 FISHER: The, but you invoiced me you just sent me an
15 invoice so if it's two different projects, you need to
16 break it out. Number one...

17 REAGAN: Well...

18 FISHER: Number two, I thought it was all paid up
19 with you through the closing of...

20 REAGAN: Bill, but, but...

21 FISHER: Of the, of Pecan.

22 REAGAN: Listen, you, you here is how, here, here is
23 how you did it. But here, here's how you've done.
24 We, we don't start work on this after ahh, we, we
25 don't start really getting our teeth in this and

1 waiting on a check from you. We work, we work on, on,
2 on, on, on what you shared with us. What we need to
3 know to try and hurry up and get our UI because
4 we're working basically off of what you guys say the
5 schedule is. Just as, just as ahh as you did with the
6 ahh guys on, on Pecan Grove before we got on board in
7 October. You'd already gotten some guys engaged that
8 was working on it before we even got Council approval.
9 You know when we signed agreement on October the 8th?
10 FISHER: No.
11 REAGAN: You said to me that we had to have people
12 already working to get to make it in time to get the
13 deal to close....
14 FISHER: That's on Pecan that's right.
15 REAGAN: Pecan Grove and so we, we, we didn't work the
16 Pecan Grove man.
17 FISHER: And nothing could there's, there's no work to
18 be done on Pecan Grove until we close because when you
19 all got involved, all the plans were done, that's, you
20 know again you have to spend money in a cycle. Look
21 at PRENTICE' contract that has a schedule on the back.
22 I have to spend money to bring a project to particular
23 increments.
24 REAGAN: That UI....
25 FISHER: It's just like now. I can't, you know, I'm not

1 drawing any construction plans for West Village. I
2 don't have any elevations because I can't spend that
3 money until I have zoning.

4 REAGAN: I understand Bill.

5 FISHER: Ahem now some of the other work that was done
6 on Pecan is the department to which it has bench mark
7 requirements.

8 REAGAN: I, I....

9 FISHER: You spend all of what you have to, to get the
10 bench mark.

11 REAGAN: I ahh....

12 FISHER: But I wasn't, I didn't budget to spend any
13 money on Pecan Grove with anybody, other than what we
14 had in the original agreement until the project closed
15 and we started.

16 REAGAN: Well, well, I'm, I'm just giving you the same
17 kind of analogy as you gave me in turn to when, when
18 people actually started getting work. We don't start,
19 we don't start working when you say OK come in and
20 punch the clock. We understand how these projects
21 work when you say Darren you gonna send somebody down
22 and check see if you can find out what, what the deal
23 is on, on the committee? I, I sent Gail down there
24 and of course they changed people out so that ahh,
25 that ahh, ahh you know as long as somebody is down

1 there to ahh, we were able to really get things moving
2 on with Bob UI. And so ahh Gail went down there and
3 spent a couple days trying to sort things out for me.
4 I took her off another multi-million dollar deal that
5 we're doing and ahh said Gail in between your times
6 can you go down there and, and UI
7 FISHER: This is a coordination issue. 30,000 bucks. I
8 can't draw 30 grand a month out of this deal. I get a
9 MOB advance and I draw overhead and a portion of my
10 expenses out of this deal so we just have to be
11 coordinated.
12 REAGAN: We need to coordinate that. We really do we
13 really do and I need to know...
14 FISHER: I'll try and be fair if you'll show me what was
15 done on each project.
16 REAGAN: Well, well we, ahh we, ...Reagan takes a phone
17 call - Hello, hey what's going on? I'm here ahh at a
18 meeting with Mr. Fisher and let me call you back in
19 just a few minutes, I'm gonna, we getting ready to
20 wrap up here in just a few minutes.Reagan terminates
21 call
22 FISHER: So. Let's just, let's just try and be
23 coordinated 'cause I wouldn't have started any real
24 incurring of time until after the deal closed which
25 was whatever it was, it was January 28th or something

1 like that so. Uhm but we can continue, we, we can
2 talk about that. The, I'll coordinate something with
3 PRENTICE. Just to wrap up with the RA-MILL thing.
4 Are you telling me Don is not going to be happy if we
5 don't make those guys happy with some money.
6 REAGAN: I'm not, I'm not gonna tell you Don is not
7 gonna be happy and I'm not gonna call nobody's name.
8 FISHER: OK. Alright.
9 REAGAN: I'm, I'm just telling you that...
10 FISHER: Well he's the only one that can pass the case
11 so if that's, I, 'cause I told you frankly there's
12 only so much money to do these projects. At some
13 point, at some, at some points the costs get to be so
14 much Darren....
15 REAGAN: You put yourself...
16 FISHER:...we can't even develop in the area.
17 REAGAN: You, you don't have, you don't have to say that
18 to me because I ain't the one, listen you the one went
19 and met with 'em.
20 FISHER: I'm the one with the what?
21 REAGAN: You went and met with them. You're the one
22 that went and met with 'em not me. I told you, I told
23 you and I told them, I said y'all talk to me. I told
24 you to talk to me.
25 FISHER: And that's what I told them.

1 REAGAN: But you went and met with 'em so I can't, I
2 can't, I can't you know kick their butt about what
3 this wasn't said, that wasn't said. This wasn't, this
4 wasn't implied or that wasn't implied.

5 FISHER: You know better than that because you had
6 written agreements. You know exactly....

7 REAGAN: I know how I do.

8 FISHER: That's right.

9 REAGAN: Know how I do.

10 FISHER: And they, they know, you know how those guys
11 work.

12 REAGAN: I know, I know what they, you cost me 30 hours
13 of rest and that's wasn't part of our agreement.

14 FISHER: Well you were just concerned about getting
15 paid.

16 REAGAN: Damn right. And the work got done. I was
17 concerned about UI...

18 FISHER: We have a written agreement so you get paid
19 your 85 at, you probably make the same that I do.

20 REAGAN: At closing, at closing, I closed them UI.

21 FISHER: Closing down is when the money comes. Can we
22 agree on it, there's no misunderstanding.

23 REAGAN: You said to be there at 5, to be there at 2:30
24 on Friday. I was there. And I left there without the
25 check. Mr. Murphy told me he said UI, this is a

1 stand up guy. You will have a check in your hand on
2 Friday.

3 FISHER: Well then he, you know, you'll have a check
4 when I had good, we had this good funds discussion
5 let's put that behind. I had good funds on Monday.

6 REAGAN: I'm just telling you...

7 FISHER: Alright.

8 REAGAN:...I'm just telling you. What my contract said
9 as opposed to what actually happened.

10 FISHER: But no, I had, I got money on Friday I told you
11 I'd UI...

12 REAGAN: And you didn't return my call for damn near a
13 solid week. You said you was in, you said you was in,
14 in closing and you gave me UI...

15 FISHER: And UI in touch...

16 REAGAN:...Gave me different dates of closing,
17 different dates, different times and it wasn't just on
18 the up and up Bill. You didn't say damn it I'm gonna
19 be in Austin or this place, UI. I talked to you on that
20 Monday. You left that Monday after you were
21 going, UI you were gonna be at the close too.

22 FISHER: I didn't go to Austin on Monday. I went to San
23 Antonio.

24 REAGAN: UI...

25 FISHER: UI too, but again...

1 REAGAN: UI but then you knew that the closing was
2 gonna happen Tuesday.

3 FISHER: No, no because it didn't happen until
4 Wednesday, Thursday and then Friday morning. So again
5 you just you know you, I was in and out of these
6 issues...

7 REAGAN: That you got, listen, you got my calls Bill all
8 you owe me was a courtesy of a returned call and no
9 problem. I'm, I'm in a meeting with, talking with
10 contractors in accordance to our discussion is UI
11 pay. That Friday I believe it was.

12 FISHER: If you were gonna get with PRENTICE, PRENTICE
13 couldn't make it either.

14 REAGAN: He couldn't make it, but that's...

15 FISHER: No, no we had the Chase deal going at Bank One
16 with...

17 REAGAN: Bill you said, Bill you said you could still
18 meet, you don't need me there you said you don't need
19 me I was UI that you did that.

20 FISHER: I don't remember that, that's, that's water
21 under the bridge.

22 REAGAN: But I'm just...

23 FISHER: Is there any question that you got paid. I
24 mean I know you, you know?

25 REAGAN: No. I'm, I'm talking about our point was what

1 you said and what you did. Now what you said to them
2 I don't know. And what happened...

3 FISHER: You and I had a agreement where I was to pay
4 you the 85 it was signed by you and signed by me.

5 REAGAN: I don't, but I don't, I don't think that I
6 should have to write an agreement that look Bill if
7 you get a call from Darren extend him the business
8 courtesy of a returned call in a timely manner.

9 FISHER: Returning calls is good business protocol.
10 Let's go back to RA-MILL which is where's their
11 contract if we have all these agreements?

12 REAGAN: I'm, I'm, I'm I don't even I'm not even saying
13 that y'all have a con, you haven't showed that...

14 FISHER: Darren you just have to realize there's so much
15 money in the budget.

16 REAGAN: I understand that.

17 FISHER: There's only so much money I can skim off the
18 top of the budget to pay people. At some point it's
19 too much money and I can't do the project. Now and I
20 can't, I can't be in District 5 I gotta go somewhere
21 else. Is, is that...

22 REAGAN: I don't, I don't here's the thing. I didn't, I
23 didn't expend, I've, I've over spent, over spent too
24 much on trying and on reviving both these deals.

25 FISHER: You certainly showed me that the deal can get

1 killed or held off and then get approved. You clearly
2 have the...
3 REAGAN: No, no.
4 FISHER:... juice to get this done.
5 REAGAN: I, I what I did, I showed you that if I give
6 you my word, you got my word. And if, if, if, if we
7 have an arrangement, we have an arrangement. You
8 violate certain, violate in my opinion those
9 arrangements then you have all kinds of problems that,
10 that's not good for business. And I promise you now
11 I, I said this the other day Bill, I don't if in this
12 UI if I don't, if I don't wanta go, go to UI, I
13 don't have to go. I'm 46 years old. And if I don't
14 wanta work UI I don't have to. I've been blessed
15 and fortunate to be in a position, I've worked hard
16 all my life, I made good investments....
17 MALE VOICE: Hello Stranger.
18 REAGAN: Hey, you alright man? UI, but my wife's been
19 holding up at the UI. You remember Bill Fisher? We
20 came here and had lunch....
21 MALE VOICE: UI...
22 FISHER: UI...
23 REAGAN: Looks like we got a new local Sheriff huh?
24 MALE VOICE: Yeah. UI...
25 REAGAN: Alright then well you, you gotta good, good

1 team mates then.

2 MALE VOICE: I've known, I've known 'em for quite some
3 time so.

4 REAGAN: Good, good. Well, y'all, y'all good team man.
5 We appreciate UI.

6 MALE VOICE: I just got in so I gotta get started.

7 REAGAN: Alright buddy, good seeing you.

8 MALE VOICE: Alright.

9 REAGAN: And so, ahh UI those folks down at City Hall
10 don't see me on a regular basis. I make a phone call
11 if I need something. But I'm sure they know I'm there
12 for a specific purpose and a specific purpose only.
13 I'm not buying that UI. That's why I pay, that's
14 what we, we pay those guys, we get those guys elected.
15 That's, that's what they're to do. If, if I ever come
16 down there and we, then I don't need them to go down
17 there. So when I show up, Laura Miller knows I'm
18 there for a specific purpose. They gonna ask, ahh Ed
19 Oakley, all of 'em UI. They gonna give me the courtesy.
20 When I showed up on your deal, your deal was dead.
21 And you had, you've admitted it, Kathy's admitted it,
22 we've been working on this and this and that for over
23 a year. And so I had to go and expend a lot of
24 political capital with UI was all new in the game
25 and some that, that's old in the game. That they

1 respect me enough to for me ahh to try to work with.
2 And so that takes me, that takes Allen, that takes Gail
3 away from what we really do. What we really do and we
4 really do well and that's, that's, that's ahh work
5 private retail development deals and that takes me
6 away from fund raising for my organization. I don't,
7 I don't need to go out, I don't need to leave my
8 office to raise no money. I mean less somebody just
9 wanta have lunch. I don't need to do that. I don't
10 need to go down to City Hall and get stressed out
11 behind your deal or anybody else's deal to raise no
12 money.
13 FISHER: Coughing
14 REAGAN: For BSEAT. We've been in business for fif...
15 going on sixteen years. And I don't get no government
16 money.
17 FISHER: Coughing
18 REAGAN: I don't get no government money, and it's all
19 raised, it's all raised through my relationship with,
20 with ahh business partners. Walter UI with Bank of,
21 of America ahh the ahh, ahh guys that you go to, to
22 get money from over J.P. Morgan Chase ahh, ahh Byron
23 Reed or those guys, those guys you know. I don't go
24 down to City Hall to do that and money that, money
25 that you contracted to do I raise that, I get that

1 amount of money from one person. From one
2 organization. And so, what I'm doing on your project
3 is, is, is out of courtesy for Councilman Fantroy, I
4 have respect for him and we saw each other yesterday
5 and by the way you need to get a contribution for the
6 proposition against the strong mayor, strong mayor's a
7 campaign. Ahh, and, and he made, he made a comment
8 yesterday when all of us was in a meeting together
9 about ahh people that I know, people that dos things
10 for me. He said I saw your name on, on, on ahh, on
11 ahh, ahh Council deal the other day referencing your
12 deal. I didn't ask nobody to put my name on it but I
13 guess they just put my name on it and....

14 FISHER: Something that Suzanne would have done.

15 REAGAN: OK. So, so...

16 FISHER: Cleared his throat

17 REAGAN:...ahh, ahh just you know I, I'm just saying
18 that to you because I hope you appreciate the fact
19 that you can UI ahh somehow appreciate the fact that
20 what I'm doing, and what my involvement's been on your
21 deal. As, UI deal is not nothing that I necessarily
22 have to do to ahh raise funds right now. And I
23 appreciate the fact that you say you got, we got paid.
24 Yeah I get paid Friday. I, I raise that kind of money
25 just picked up the phone right and left and look this

1 is what I need this for. So, and I'm on deals right
2 now that, that is UI my great grand children UI
3 in their lives UI. So I'm not looking for any
4 situation to get stressed out any, I'm sick as a
5 result of your deal man. That's, that's what UI you
6 know I'm a diabetic and, and I don't put that kind of
7 stress on UI. When I, when I talked to you that
8 night when you was in Austin, and, and, and I said man
9 you, you know. That's when I missed thirty hours I
10 said I ain't missed I don't want it UI. That's
11 what, what my body's on a clock, on a timer that I UI
12 sometime and my body UI well every morning at the same
13 time, and so if I mess that time up, if I don't get my
14 hours of sleep it don't matter, my body gonna tell me to
15 wake up at certain time. If I don't, if I don't, if I
16 stayed up past 10, 11, 12:00 and I finally doze off at one,
17 my body's gonna say get up at 4:00, 4:30. And when I get
18 up like that man...

19 REAGAN: UI and no time to step out or leave Bill.
20 That's you know so we're having a UI we put it in
21 UI that's, that's, and you got to extend me the
22 business courtesy man. That's the common business
23 courtesy. I ain't gonna go home and eat dinner with
24 none of y'all, we don't have to hang out, none of
25 that, for a damn minute. I go and get your, your

1 revived deals here that you hadn't been able to get me
2 for a year and a half and get 'em, get 'em done,
3 because Don Hill told me he wasn't gonna do it.
4 D'Angelo told me he wasn't gonna do it.
5 Right over here, at this table ...pointing... we wasn't
6 gonna do it. No. Zero. Forget about it. Zero. Dead. Don
7 Hill told me he didn't know if he had the, the support to
8 get Pecan Grove done. UI said the same thing, I don't know
9 if I can get support. I had to talk to Laura Miller on her
10 cell phone. I had to talk to Ed Oakley, and some of those
11 other guys over there. Rasansky and Bill Blaydes, I could
12 talk to those guys. And those not the people that, those
13 the people that I've, I have to deal with 'em and I to sell
14 them on UI out here. They know who works hard. And I have
15 said sell them. I have to sell them on, on your deal.
16 And then they cut you out man. They cut you out down
17 there; they gutted you. They made the deal about you;
18 not about Pecan Grove. They made about you and
19 that's, to me that was the easiest way to get outta
20 that man. I could just walked on off. You know?
21 And, and, and I have I do have a problem with the fact
22 that when you do get y'all get you cross like that man
23 UI party in Austin and everybody get paid and then
24 you say well look we gonna, we gonna have your check
25 when I get back.

1 FISHER: That's not the way it works Darren, I told you
2 that. The deal settles out, everybody leaves, the
3 money's wired to the Trustee, she buys the land, the
4 deed's recorded no one gets any money till a day or
5 two after that. They take a cost of issuance first
6 and then they fund whatever balance is left. The only
7 given UI, the only given who is paid directly at the
8 closing are the lawyers. And then the land gets
9 bought through the Trustee. All my money comes from
10 the Trustee. So if this isn't a real estate closing
11 where everybody shows up at the title company and
12 there's a settlement statement and money changes hands
13 I tried to explain that to you. But ahh...
14 REAGAN: But I'm just UI ahh or they're telling a UI....
15 FISHER: Under our agreement....
16 REAGAN: Just don't give me ahh, I'm just giving you the
17 perception of how this stuff really comes together
18 'cause I, I'm, I'm not crazy I look at the budget.
19 Matter of fact I had it, I had it blown up so Allen and I
20 could really read it, and so you know we, we see
21 where, we see where, we read the budget and we've had
22 to pay, pay people. And I, I, I know ahh Allen UI
23 heard that UI. I know her. And these guys, we know
24 those guys the ones that really feed the project. And
25 they're the kind of guys that I just pick the phone up

1 and call 'em. I pick up the cell phone and talk to
2 'em. No problem, I pick up the phone I talk to ahh
3 Ken Hughes UI...over at, uhm...
4 FISHER: Ken Hughes interest.
5 REAGAN: Yeah, I, I can call. I don't, ain't no
6 problem. UI so when I'm talking to you that's,
7 that's cool far as down here, but if I have a problem
8 I know how to get, get it resolved. And I'm trying
9 to, I'm trying to work with you and hopefully help you
10 appreciate that fact that you as to what
11 our contributions have been. And, and, and that cause
12 I don't have to do that. I don't have to do this. I
13 don't have to do it. This is how I dress and go to
14 work practically every day, or if I go. 'Cause I
15 don't have to go, sit right there in my house and
16 right down the street from here and just enjoy, I'll go to
17 my little lake house. I don't have, I don't have to
18 do it, deal with it. I'm not rich, I'm not poor, I'm
19 comfortable, family's comfortable and blessed. That's
20 it and I have a clear conscience when I go to sleep
21 every night unless me and my wife get into a squabble.
22 But anyway ahh that being said what I'm gonna do is
23 since we were here to talk about Dallas West you have
24 that.
25 FISHER: Right.

1 REAGAN: Cough We have PRENTICE's thing. I'm gonna
2 give, I'm gonna give this to Allen, Allen has this he
3 has Allen's UI. This stuff, I mean, he and Gail are
4 the best numbers crunchers ever. She's
5 a former IRS manager and we're fortunate to have her
6 on our team. And so I'm gonna let them look at this
7 UI I'm gonna talk back with the attorney, hit him up
8 what you see on this with the exception of a couple
9 other things on Pecan Grove, we're going, will be
10 basically amended to on the ahh Pecan, Pecan, ahh on
11 the ahh Pecan Grove. We, I, I stretch out ahh on the
12 Exhibit A piece that you gave me. Exhibit A ahh item
13 D about the arbitration because there was already,
14 there was already spoken to in our original. So that, that
15 should be it, but ahh...
16 FISHER: Is your wife, is your wife sick or just you?
17 REAGAN: Nah it's just me. It's just me. See once,
18 once you put stress on, on diabetics man you know
19 stuff fall apart, and, and I have got my grandboy, I
20 can't get ahold of my granddaughter like I like to when
21 I'm sick. My, my daughter that I be too, you know, my mom
22 and dad, you know those guys are precious to me. Family
23 especially important. I lost, I lost a brother a few
24 years ago at the age that he was at he was forty years
25 old and so ahh, ahh our family cherish the time

1 together. We talk everyday. Family talks everyday.
2 We don't get off the phone without saying I love you,
3 I love you.
4 FISHER: It's always a good practice.
5 REAGAN: That's a excellent practice 'cause UI...
6 FISHER: Are you and Don talking everyday laugh.
7 REAGAN: Huh?
8 FISHER: You and Don talking everyday? laughing.
9 REAGAN: You never hear our conversation with this.
10 Y'all can help improve that. Cause he's more than
11 concerned...
12 FISHER: Is he happy with this West Village agreement?
13 REAGAN: I, I, I know that his, his comments and, and
14 suggestions...
15 FISHER: Hmmm.
16 REAGAN: And much of them contained in them. Ahh so
17 take a look at it and we can talk about it.
18 FISHER: I'll pay the bill and...
19 REAGAN: Alright man.
20 FISHER: I'll call PRENTICE and I'll let you know, I'm
21 not in town on Monday. I am in Austin on Tuesday
22 morning so It'll probably be noon on Tuesday I'm
23 seeing Senfronia Thompson and Yvonne Davis, so...
24 REAGAN: OK. Yvonne, that's my girl.
25 FISHER: Congressman Davis? Laughing

1 REAGAN: Yvonne. You said Yvonne Davis?
2 FISHER: I did. She really wants to run for Eddie
3 Bernice's seat laughing.
4 REAGAN: UI...
5 UM: UI
6 FISHER: Yeah.
7 UM: UI
8 REAGAN: UI...
9 FISHER: Ahh ...STUTTERING... only to see if it's ah, one
10 that you've got covered so.
11 UM: UI picked it up
12 FISHER: UI, if UI and 20%, as long as
13 he gives you at least 20% I'm fine.
14 UM: UI some down time.
15 FISHER: Nice job, UI...
16 UM: Have a good weekend and don't forget the wives for
17 Monday night.
18 REAGAN: Alright, alright. Thank you UI...Ahh, make
19 your comments or UI,...
20 FISHER: So it is negotiable?
21 REAGAN: What's that?
22 FISHER: Laughing...The agreement.
23 REAGAN: Aw no,UI that's pretty much, that's pretty
24 much solid.
25 FISHER: Alright.

1 FISHER: Cleared his throat

2 Coughed

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